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November 3, 2017

VIA ECFS

Marlene H. Dortch, Esq.
Secretary
Federal Communications Commission
445 12th Street, SW
Washington, DC 20554

**Re: CG Docket No. 17-59 - In the Matter of Advanced Methods to Target
and Eliminate Unlawful Robocalls**

Dear Ms. Dortch:

On November 2, 2017, Alex Quilici, CEO of YouMail, Inc. and the undersigned met separately with:

- 1) Amy Bender, legal advisor to Commissioner Michael O'Rielly.
- 2) Zenji Nakazawa, legal advisor to Chairman Ajit Pai.
- 3) Eric Burger, Chief Technology Officer.
- 4) Travis Litman, legal advisor to Commissioner Jessica Rosenworcel.

During these meetings YouMail discussed how its intelligent enhanced services apps and platform are used to stop unwanted robocalls. The company estimated that its patented technology has stopped more than one billion robocalls. YouMail uses various databases, customer feedback and smart algorithms to classify calls as high, medium and low risk; with customers always having the option to white list wanted callers. The YouMail service works with wireless carriers and VoIP providers that expose conditional call forwarding.

YouMail's Robocall Index is used by the FCC and others to determine robocall quantities nationally and locally. For example, YouMail estimated that 2.5 billion robocalls (including 15.9 million calls in area code 202 alone) were placed nationwide in June 2017. The company offered to work with the Commission on resolving robocall complaints.

Ms. Marlene Dortch

November 3, 2017

Page 2

YouMail and the meeting attendees briefly discussed the above-referenced dockets. The attached presentation was provided to meeting participants.

Please direct any questions regarding this matter to the undersigned.

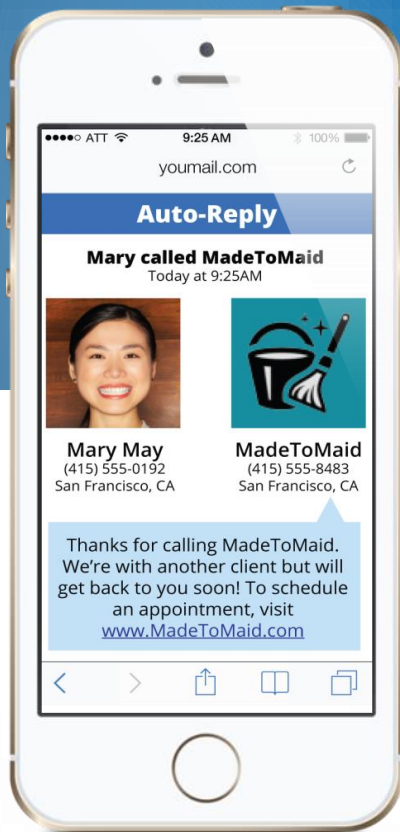
Respectfully submitted,

By: _____/s/_____
Glenn S. Richards
Counsel for YouMail, Inc.

Attachment

CC (*via email*): Amy Bender
Zenji Nakazawa
Eric Burger
Travis Litman

YouMail:



Robocall Overview

Alex Quilici, CEO

alex@youmail.com

310.346.1475



What We Are

Intelligent Enhanced Services Apps And Platform

Replace Voicemail
with
Virtual Receptionist



Direct-To-Consumer

Enabling Platform
and
Scalable API



Third Parties

Our Reach Is Growing

Odds Are You've Interacted With Our Service

125+ Million
Unique
Callers



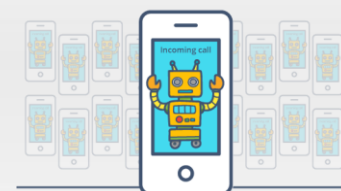
6+ Billion
Incoming
Calls



8+ Million
YouMailers



500+ Million
Robocalls
Stopped



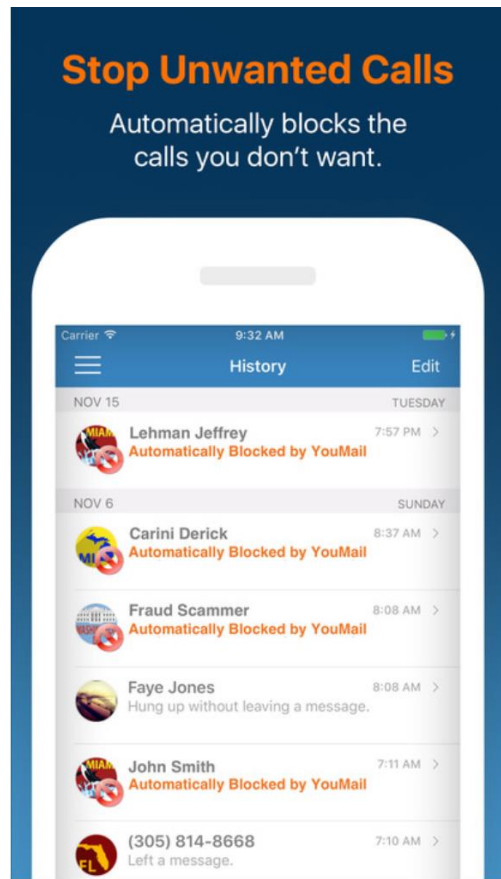
Download on the
App Store



ANDROID APP ON
Google Play

Stopping Robocalls

Replaces Mobile Voicemail And Tricks Robocallers



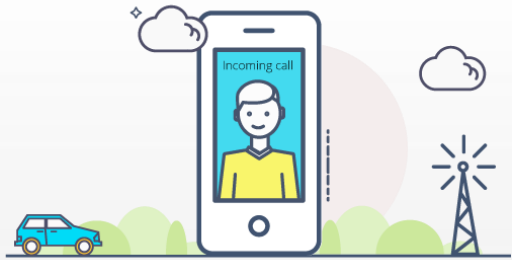
"♪ Do ♪ Da ♪ Dee. The number you have called is out of service!"



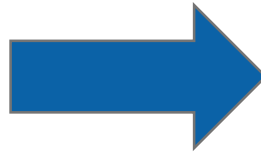
Identifying Bad Guys

Smart Algorithms Determine Phone Number Risk

Platform Elements



- Call database
- Contact database
- 3rd Party databases
- Crowd feedback
- Smart algorithms
- Low-latency/high-scale



Classification



- High Risk
- Medium Risk
- Low Risk

Requirements To Work

Needs Only Exposed “Conditional Call Forwarding/OCN”

Availability

- Most postpaid
- Some prepaid
- Many VOIP lines



Challenges

- Prepaid
- VOIP
- Landlines

Verizon	AT&T Wireless
Sprint	T-Mobile (*)
US Cellular	Cricket (*)
Time Warner	Vonage
Red Pocket	Ting
Blue Wireless	<u>RokMobile</u>

Metro PCS (*)	<u>Tracfone</u>
Virgin Mobile	Boost Mobile
C-Spire	Cellular South
Freedom Pop	Republic
Simple Mobile	Consumer Cellular
Comcast	Google Voice

* Works for some users depending on plan and location

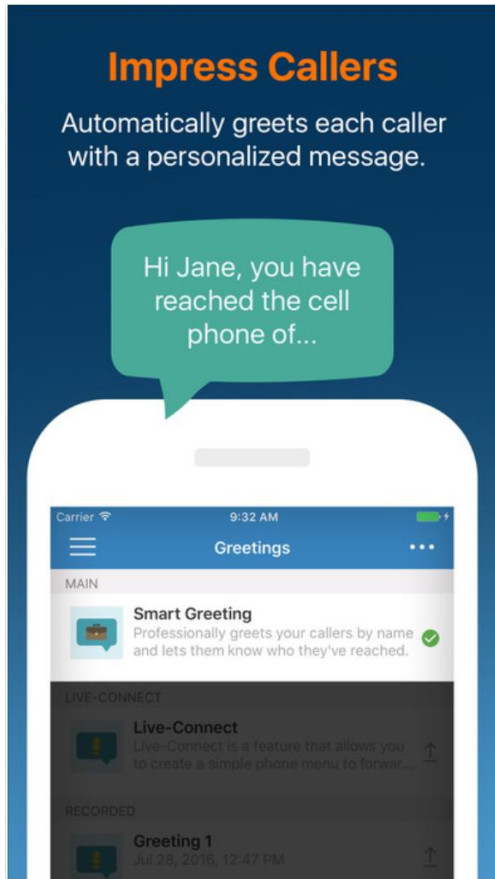
YouMail Is A Free Service

Beyond Stopping Robocalls, It Also Delights Callers...

Impress Callers

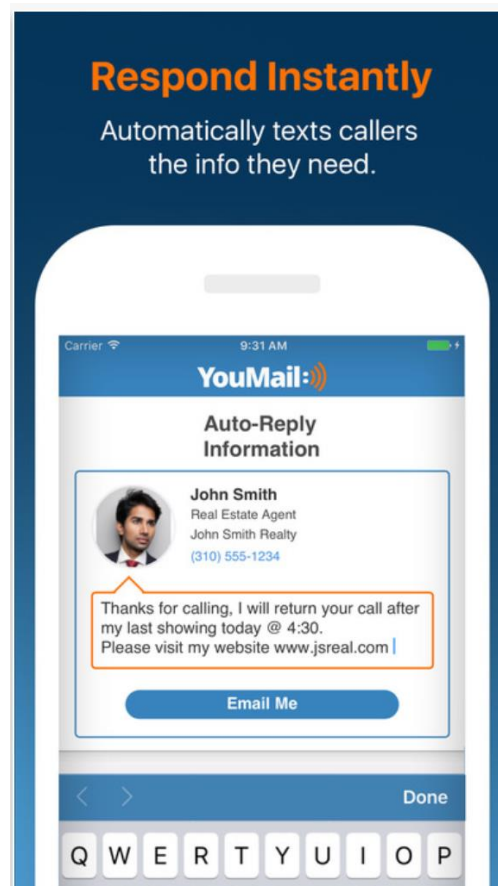
Automatically greets each caller with a personalized message.

Hi Jane, you have reached the cell phone of...



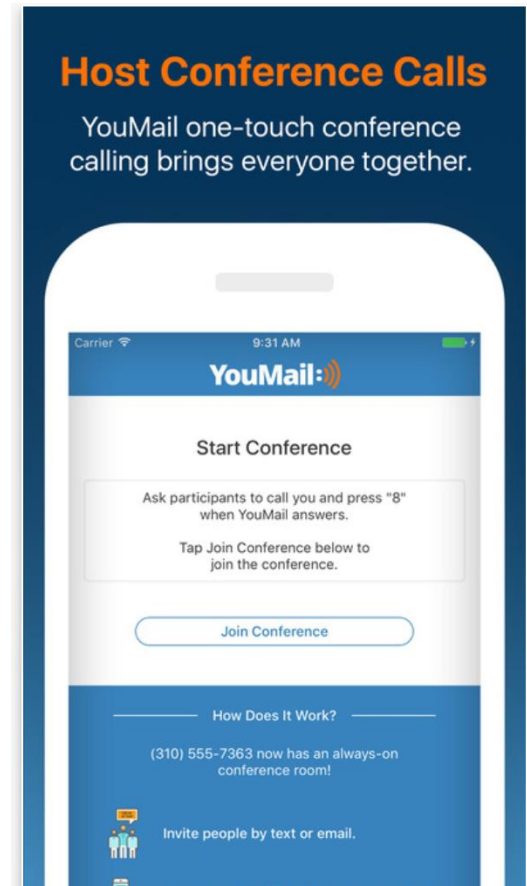
Respond Instantly

Automatically texts callers the info they need.



Host Conference Calls

YouMail one-touch conference calling brings everyone together.



The Free YouMail Service

...And Provides A Much Better Voicemail Service

Large Cloud-Based Mailbox



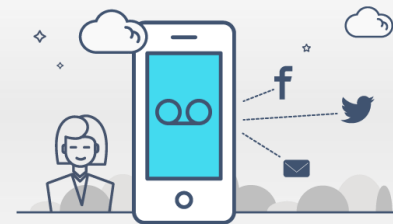
Accessible On Any Device



By E-mail Or Text



Even Easily Shareable



Freemium Model

YouMail Professional Provides A Virtual Receptionist

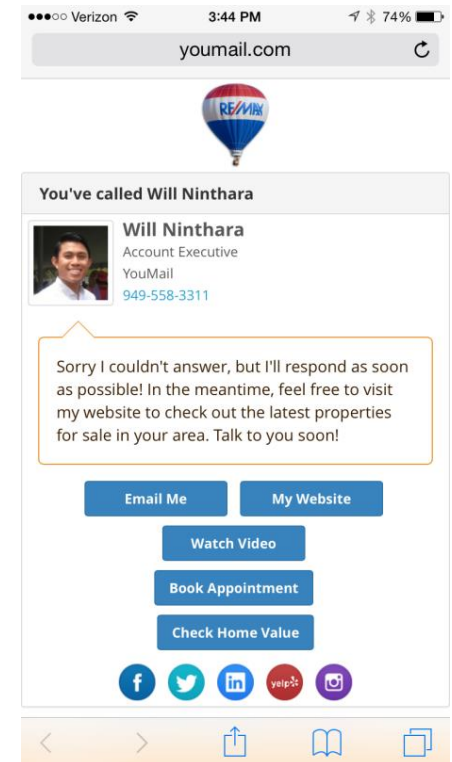
\$12/Month

"When your callers are your customers"



- Professional greetings
- Professional replies
- Call/message routing
- Professional conferencing
- On cell or new number

"Hi Mike, Thank you for calling Will Ninthara of Re/Max, who is unavailable right now. Please leave a message or press zero to connect to our assistant"



YouMail Robocall Index

Estimates and Tracks Size Of Problem Nationally...

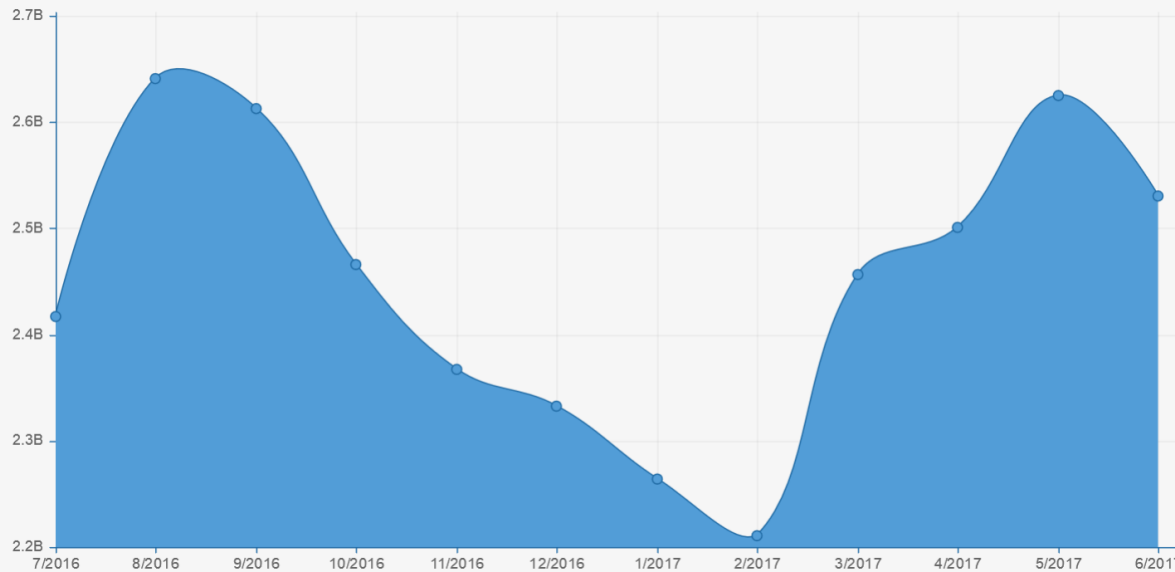
2.5 billion robocalls were placed **nationwide in June 2017**,
equaling roughly **7.8** calls per person affected.

Nationwide

June 2017

Search

Narrow results by area code



<http://robocallindex.com>

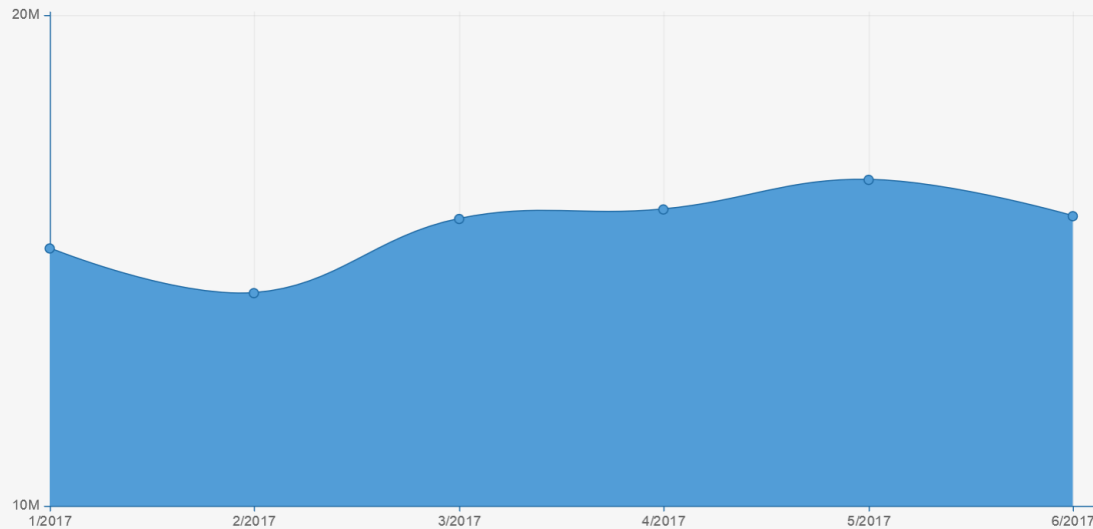
YouMail Robocall Index

...And Locally...

15.9 million robocalls were placed
to area code **202** in **June 2017**,
equaling roughly **28.1** calls per person affected.



Narrow results by area code



<http://robocallindex.com/202>

YouMail Robocall Index

...And Ranks High-Volume Callers, Nationwide And Locally

Top 20 Robocallers Nationwide in June 2017 (by volume)

Updated 7/1/2017


	Robocaller	Est. National Calls	Place of Origin	Suspected Type of Call
1.	800-955-6600	32,392,500	Toll Free	Credit Card Debt Collection
2.	800-388-2200	13,858,000	Toll Free	Debt Collection
3.	800-266-2278	11,584,000	Toll Free	Cable Company Debt Collection
4.	888-222-4227	10,385,500	Toll Free	Retail Debt Collection
5.	877-647-8552	9,662,000	Toll Free	Bank Debt Collection
6.	800-892-2253	9,370,500	Toll Free	Cable Company
7.	888-272-5543	9,077,000	Toll Free	Student Loan Collection
8.	844-349-6203	9,015,000	Toll Free	Retail Debt Collection
9.	855-593-3663	8,641,500	Toll Free	Debt Collection
10.	866-419-9370	8,460,500	Toll Free	Bank Debt Collection

...

YouMail Publishes Our Data


All Data Is Available to Consumers For Free...

Recent Comments

**443-489-6904** SPAMMER

FunnyGreetingFan reported as **spam** and says...
"Ignore these guys!"

7/18/17 5:10 AM

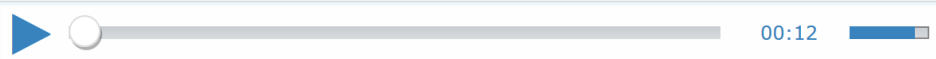
**443-489-6904** SPAMMER


A YouMail subscriber reported as **spam** and says...
"clearly spam"

7/18/17 4:41 AM

Listen to the message that was left

"Forgiveness programs recently introduced through the William D4 direct. Programs include loan forgiveness. Payment reduction and rehabilitation for defaulted..."

00:12

**628-222-6307** SPAMMER

A YouMail subscriber reported as **spam** and says...
" I got a call from this number 628-222-5527 it is a telemarketer trying to sell diabetic stuff. I am not a diabetic it is a scam."

7/18/17 4:40 AM

<http://directory.youmail.com>

YouMail Data API

...And To Carriers At Low Cost (Like CNAM)

Simply Powerful, Built for Developers

A simple API call will tell you if a number is definitely spam, likely spam, or not spam. The results are drawn directly from our intelligent algorithms that combine call patterns and crowdsourced spam data.

Request

Response

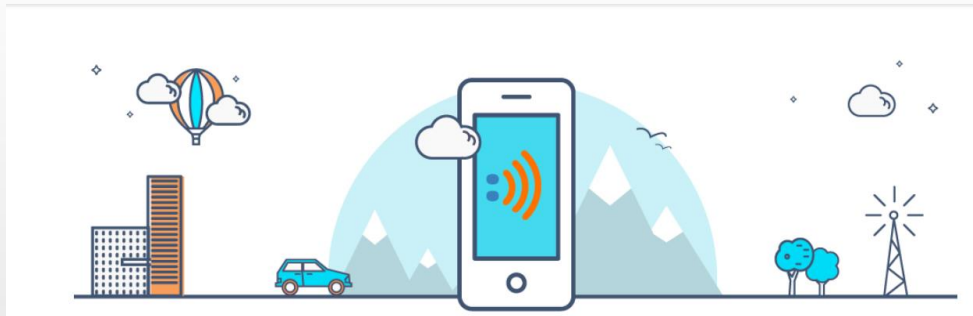
```
{
  "statusCode": 10000,
  "recordFound": true,
  "phoneNumber": "9991002000",
  "spamRisk": {
    "level": 1,
    "reasonLabel": "SPAM_OTHER",
    "reasonCode": 5999,
    "reasonMessage": "This caller has been determined to be a spammer."
  },
  "timestamp": "2016-10-05T00:55:50.526Z"
}
```

<http://data.youmail.com/>

Summary

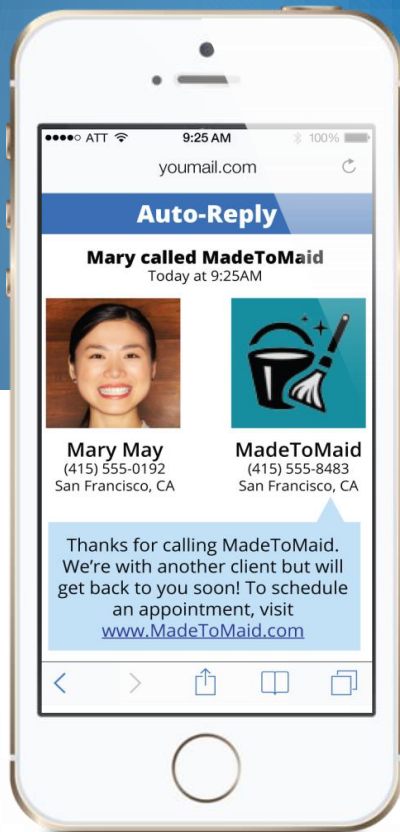
YouMail Is A Player In The Fight Against Robocalls

Stopping Robocalls To Consumers



Helping Third-Parties Stop Robocalls

YouMail:)))



Questions?

Alex Quilici, CEO

alex@youmail.com

310.346.1475

